



February 5, 2017

Airbus Helicopters Inc.
2701 N. Forum Drive
Grand Prairie, TX 75052

Attention: Michael Harvey, Strategic Procurement
cc. John Worth, Strategic Procurement

Subject: DART Proposal for EC145 Blade Folding Kit

Dear Michael,

This proposal is being provided per your email request of December 1, 2016, to quote on Airbus Part Numbers for Lakota Blade Folding Kits and the subsequent price reduction negotiation. We are quoting on the following Airbus Helicopter drawings (drawings marked as "UNCONTROLLED COPY/FOR INFORMATION USE ONLY 11/7/2016"):

1. Trailing Bar Assy, Rotor Blade, Folding; P/N SK 145-0014
2. Clamp Assy, Rotor Blade, Folding; P/N SK 145-0015

Furthermore, DART assumptions for the SK145-0114, which have been validated by Airbus, are the following:

1. The material called out on -22 & -25 is AISI 301 SST annealed is sheet or coil material which DART could not find. DART is quoting 17-4 SST as a substitute.
2. We assumed that -21 is vinyl (tape) wrapped around 40" of -20 tube to make a grip.



Commercial Proposal

DART quotation for the parts (letter dated December 23, 2016) was as follows:

Minimum Order Required (Units)	Unit Price (USD)		Delivery Lead Time
	Airbus P/N SK 145-0014	Airbus P/N SK 145-0015	
5	\$ 1,510	\$ 955	6 to 8 weeks
10	\$ 1,335	\$ 694	6 to 8 weeks
13	\$ 1,297	\$ 633	6 to 8 weeks
20	\$ 1,252	\$ 563	10 to 12 weeks
50	\$ 1,204	\$ 484	10 to 12 weeks

Pricing is hereby revised with a 20% pricing reduction as follows:

Minimum Order Required (Units)	Unit Price (USD)		Delivery Lead Time
	Airbus P/N SK 145-0014	Airbus P/N SK 145-0015	
5	\$ 1,208	\$ 764	6 to 8 weeks
10	\$ 1,068	\$ 555	6 to 8 weeks
13	\$ 1,037	\$ 507	6 to 8 weeks
20	\$ 1,002	\$ 450	10 to 12 weeks
50	\$ 963	\$ 387	10 to 12 weeks

Conditions:

1. The lowest minimum order quantity is 5 units.
2. Pricing is in 2017 USD, Ex-Works, and exclusive of all taxes and duties.
3. Validity: 90 days from the date of proposal
4. Upon order acceptance by DART, the order is not cancelable.



We thank you for the opportunity to provide you a quotation and for considering DART to help you with this project. We look forward to the opportunity to work collaboratively with Airbus Helicopters Inc.

Sincerely,

Jackson Lin
Manager, Business Development and Strategic Accounts